

Job Title:	Business Manager
Reporting to:	Business Director
Location:	Nottingham
Hours:	37.5 hours per week

Role overview:

The business manager will work strategically with internal stakeholders and vendors to develop product strategy, drive adoption and maximise profitability of their portfolio.

Reporting to the Business Director (VAR), each member of the team will drive commercial success through innovation, strategic themes, demand generation and sales enablement, using a cross functional approach with sales, services, proposition development, vendor alliances and solution marketing.

Responsibilities:

- Collaborate cross-functionally to set and deliver a clear, cohesive product strategy and roadmap which supports the objectives and initiatives of the sales, vendor alliances and proposition development teams, as well as the wider business.
- Develop and implement the go to market and commercial strategies for their product portfolio including the design input of product-led propositions and feeding into appropriate marketing campaigns led by the solutions marketing team.
- Own, drive, assess and optimise product positioning and product-led marketing activities for both internal and external audiences, including web pages, sales collateral, webinars etc. Provide significant input towards customer/industry events and vendor led activities.
- Present product and market knowledge with the ability to map personas and use cases, identifying and presenting new product opportunities.
- Monitor performance of commercial activities using key metrics and prepare reports for senior management, with recommended improvement measures where required.
- Add the relevant product-led information into the sales enablement platform, providing a key business resource for information, content, training and tools that help sales teams sell effectively.
- Manage and drive the performance of the product number by actively overseeing the product pipeline, managing risks and opportunities, and taking appropriate action to mitigate/capitalise accordingly.
- Conduct market, industry, technology and competitor research and proactively share with the wider business in order to discover new opportunities and further Jigsaw24's reputation and presence.
- Interact with the sales and service teams, understanding the requirements of existing and potential customers to ensure their common business needs and challenges are being met. Deliver product sets to appeal to target verticals.
- Build proactive relationships internally and externally, fostering teamwork by keeping colleagues updated on activities, reduce dependencies, remove blockers and drive efficiencies within the team.
- Identify, launch and manage performance of value-add propositions (including procurement and support services) with the intention of deepening customer relationships, increasing spend and attracting new customers.

Personal characteristics and management:

- Demonstrable ability and track record of bringing passion, energy and motivation to a business.
- Robust commercial acumen with experience and understanding of how to build successful strategies across multiple products.
- Strong, proactive communication skills, able to gain commitment and buy-in to a common vision and clearly stated goals.
- A strategic thinker who can identify opportunities that will make the largest impact to contract performance.
- Organises and clearly prioritises; unafraid to set an agenda or take the lead.
- Driven by an entrepreneurial mindset, who thrives in a fast-paced environment.
- A record of delivering performance, able to provide examples of platforms that have been delivered successfully.
- Collaborate effectively and to build strong relationships at all levels.
- 'Hands-on' by nature, comfortable with diving into problems and developing new solutions.
- Possesses the energy, passion, resilience and commitment required to realise goals.
- Highly capable, with the ability to understand, assimilate and synthesise complex issues and translate them into actionable items.
- Flexible, positive attitude, and able to adapt to the constantly evolving competitive landscape.
- Possess a "can do" attitude.

Why work for Jigsaw24:

We're a passionate commercial organisation, so we're always on the lookout for hungry people who want to realise their potential. It's not just about filling existing vacancies – it's about what you can achieve. As a business, we never stand still. Neither do our staff. In fact, we encourage them to follow their own path and help us improve how we all work.

From our office decor to the flexible benefits we give our employees, we try to foster an inspiring, collaborative environment that makes everybody feel welcome. And as we continue to grow, we're determined to hold true to our values and make sure everyone stays on board.

We'll never put profit ahead of our responsibilities, and we'll always provide the same personalised service our customers love – no matter how big we grow. Ever since we started trading, our culture has been based on delivering great customer services and providing solutions based on technical excellence.

We're open to change and new ideas. Reducing our impact on the environment and taking care of our staff will always be in our minds as we continue to develop and expand. It's why we're conservative with our economics, but liberal with our attitudes.

Our team mean everything to us, so we put them first. We respect each person as an individual to create an inclusive, supportive atmosphere that feels like a family. We celebrate the successes of our colleagues, both within the company and outside it, while sharing

our knowledge to help others grow as people. And when something goes wrong, we work together as a team to put it right quickly.